

**SOUTHEAST REGION  
EX-LARGE STOCKER BUDGET 2012**

HERD SIZE 1200

DEATH LOSS PERCENT<sup>1</sup>

3%

VALUE OF PRODUCTION					VALUE PER HEAD	
	QUANTITY	WEIGHT	PRICE <sup>2</sup>	VALUE		NEW VALUE
STEER CALVES	1164	750	\$1.35	\$1,178,550	\$982.13	_____
						_____
						_____
						_____
<b>TOTAL</b>	<b>1164</b>			<b>\$1,178,550</b>	<b>\$982.13</b>	_____

VARIABLE COSTS							VALUE PER HEAD	
		UNITS	QUANTITY/PERCENT	PRICE	COST		NEW VALUE	
<b>1. FEED COSTS</b>							_____	
	HAY	TON	0.00	\$125	\$0	\$0.00	_____	
	STATE	AUY	0.0%	\$0.00	\$0	\$0.00	_____	
	FEDERAL LEASE	AUY	0.0%	\$0.00	\$0	\$0.00	_____	
	PRIVATE(Owned)	AUY	100.0%	\$19.00	\$91,200	\$76.00	_____	
	PRIVATE(Leased Grazing)	AUY	0.0%	\$0.00	\$0	\$0.00	_____	
	SALT & MINERAL	TON	22.50	\$240	\$5,400	\$4.50	_____	
	PROTEIN SUPP	TON	45.00	\$415	\$18,675	\$15.56	_____	
	OTHER		0.00	\$0	<u>\$0</u>	<u>\$0.00</u>	_____	
	<b>TOTAL</b>				<b>\$115,275</b>	<b>\$96.06</b>	_____	
<b>2. OTHER VARIABLE COSTS</b>					<b>COST</b>		_____	
	VET AND MEDICINE				\$19,152	\$15.96	_____	
	LIVESTOCK HAULING				\$0	\$0.00	_____	
	HIRED LABOR				\$14,400	\$12.00	_____	
	OPERATING COSTS-EQUIP & MACH				\$4,305	\$3.59	_____	
	OPERATING COSTS-VEHICLE				\$4,920	\$4.10	_____	
	RANCH MAINTENANCE				\$4,121	\$3.43	_____	
	BEEF CHECKOFF				\$1,164	\$0.97	_____	
	LIVESTOCK PURCHASES				<u>\$783,000</u>	<u>\$652.50</u>	_____	
	<b>TOTAL</b>				<b>\$831,062</b>	<b>\$692.55</b>	_____	
<b>3. INTEREST ON VARIABLE COSTS</b>							_____	
	SUM OF VARIABLE COSTS X MONTHS BORROWED						_____	
	X INTEREST RATE PER MONTH						_____	
	ANNUAL INTEREST RATE				7.0%		_____	
	NUMBER OF MONTHS BORROWED				6	VALUE PER HEAD	_____	
					\$33,122	\$27.60	_____	
	<b>TOTAL</b>				<b>\$979,458</b>	<b>\$816.22</b>	_____	
	RETURN				\$199,092	\$165.91	_____	

OWNERSHIP COSTS				VALUE PER HEAD	NEW VALUE
		Annual Capital Recovery <sup>4</sup> (At Replacement Valve):	Represents 65% Asset Ownership <sup>5</sup>		_____
<b>CASH COSTS</b>					_____
	Taxes & Insurance			\$15,552	\$12.96
	Overhead			\$4,000	\$3.33
	<b>Total</b>			<b>\$19,552</b>	<b>\$16.29</b>
<b>NON CASH COSTS</b>					_____
	Purchased Livestock			\$0	\$0.00
	Machinery & Equipment			\$0	\$0.00
	Housing & Improvements			\$0	\$0.00
	Interest on Retained Livestock <sup>6</sup>			\$0	\$0.00
	Management & Operation Labor ( 6% of gross returns)			\$70,713	\$58.93
	<b>Total</b>			<b>\$70,713</b>	<b>\$58.93</b>
<b>TOTAL FIXED COSTS</b>				<b>\$90,265</b>	<b>\$75.22</b>
<b>TOTAL CASH AND VARIABLE COSTS</b>				<b>\$999,010</b>	<b>\$832.51</b>
<b>TOTAL COSTS</b>				<b>\$1,069,723</b>	<b>\$891.44</b>
<b>RETURN ABOVE TOTAL CASH COSTS</b>				<b>\$179,540</b>	<b>\$149.62</b>
<b>RETURN ABOVE TOTAL COSTS</b>				<b>\$108,827</b>	<b>\$90.69</b>

BREAKEVEN CALCULATIONS		
	VARIABLE COSTS	TOTAL COSTS
REQUIRED AVG. CALF PRICES CASH COST (cwt)	\$7,255.25	\$7,400.07
REQUIRED AVG. CALF PRICES TOTAL COSTS(cwt)	\$7,255.25	\$7,923.87

1) Death loss indicates those calves which were turned out but were not accounted for when removed from the pasture  
2) Prices represent 2011 price projections from Cattle Fax, Doanes reports for New Mexico feeder cattle cash prices.  
3) Market prices include commissions, brand inspections, beef council, yardage, feed, and insurance  
4) Annual capital recovery is the method of calculating depreciation and interest recommended by the National Task Force on Commodity Costs and Returns Measurement Methods.  
5) The 35% reduction in asset values which represent a mix of new and used machinery.  
6) Interest on average investment.

**NORTHEAST REGION  
YEARLING RANCH INVESTMENTS**

<b>Number</b>	<b>Land Values</b>	<b>Price Per Unit</b>	<b>10 Yr Avg Rate of Return</b>	<b>Purchase Price</b>	<b>Salvage/Cull Value</b>	<b>Useful Life</b>	<b>Livestock Share</b>	<b>Annual Capital Recovery</b>
90,000	Acres of private land	\$85	3.9%	\$7,650,000	\$7,650,000			
500	AU Values <sup>1</sup>	\$2,500	3.9%	\$1,250,000	\$1,250,000			
<b>Sub Totals</b>				\$8,900,000				
<b>Number</b>	<b>Buildings, Improvements</b>	<b>Price Per Unit</b>						
16	Miles of pipeline	\$2,000	3.9%	\$32,000	\$3,200	25	100	\$1,949
10	Wells	\$12,000	3.9%	\$120,000	\$12,000	25	100	\$7,308
95	Miles of Fence	\$4,000	3.9%	\$380,000	\$38,000	25	100	\$23,143
2	Corrals/Working Facilities	\$12,000	3.9%	\$24,000	\$2,400	30	100	\$1,328
1	Barns & Shop	\$18,000	3.9%	\$18,000	\$1,800	30	100	\$996
<b>Sub Totals</b>				\$574,000				\$34,724
<b>Number</b>	<b>Machinery &amp; Vehicles</b>	<b>Price Per Unit</b>	<b>Interest Rate<sup>3</sup></b>	<b>Price</b>	<b>Salvage/Cull</b>			
3	3/4 ton pickup 4WD	\$30,000	7.0%	\$90,000	\$18,000	7	50	\$7,310
1	1 ton pickup 4WD	\$32,000	7.0%	\$32,000	\$6,400	7	50	\$2,599
1	Tractor	\$5,000	7.0%	\$5,000	\$1,000	7	100	\$812
3	Gooseneck trailer	\$6,500	7.0%	\$19,500	\$3,900	7	100	\$3,168
1	Horse tack	\$6,000	7.0%	\$6,000	\$1,200	10	100	\$767
1	Misc. equipment	\$7,000	7.0%	\$7,000	\$1,400	10	100	\$895
<b>Sub Total</b>				\$159,500				\$15,552
<b>Head</b>	<b>Purchased Livestock</b>	<b>Price Per Unit</b>	<b>Interest Rate<sup>3</sup></b>	<b>Price</b>	<b>Salvage/Cull</b>			
13	Horses	\$2,000	7.0%	\$26,000	\$9,880	10	100	\$2,987
<b>Sub Total</b>				\$26,000				\$2,987
<b>Head</b>	<b>Retained Livestock</b>	<b>Price Per Unit</b>	<b>Interest Rate</b>	<b>Price</b>	<b>Salvage/Cull</b>		<b>Interest on Investment</b>	
1200	Stockers	\$550	7.0%	\$660,000	\$250,800			\$36,432
<b>Total AUYS</b>								
<b>Sub Total</b>				\$660,000	\$250,800			\$36,432
<b>Total</b>				<u>\$10,319,500</u>				<u>\$86,708</u>

1) The interest rate of 3.9% used to calculate the capital recovery cost is the USDA-ERS's ten year average long-run rate of return to production assets for New Mexico.

2) For intermediate assets an interest rate of 7.00% was used.

3) A rate of 6.50 percent reflects a typical return on a low -risk investment (30 YR Treasury Bond)